

# LEATHER *and* SHOES

*The International Shoe and Leather Weekly*



If you spray, or brush-dye, your problem may be getting FULL SHADES with the required LIGHT FASTNESS. Your problems can be solved if you make your selection from the line of Du Pont dyes for leather.

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Why not consult us? E. I. du Pont de Nemours & Co. (Inc.), Dyestuffs Division, Wilmington 98, Delaware.

*Du Pont Dyestuffs*



REG. U. S. PAT. OFF.

BETTER THINGS FOR BETTER LIVING . . . THROUGH CHEMISTRY

# This manufacturer wanted a RESILIENT platform

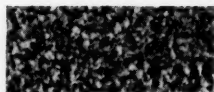


The Portland Footwear Company of Portland, Maine, wanted a resilient platform for the Fancy Free shoe illustrated above. They wanted a resilient platform that would hold a clean square edge. It had to be flexible . . . and it had to do the job without adding excess weight to the finished sandal.

In Armstrong's 5748 cork-and-synthetic they found exactly the material they were looking for. No. 5748 is a springy, flexible material strong enough to hold the shape of the shoe. It's easy to work with because it cuts clean. It holds a good edge under tight wrap and handles well in the machines.

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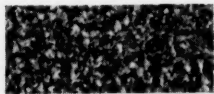
If you're planning a platform shoe for your new line, chances are you'll save time and trouble by seeing the complete Armstrong Line first. Look over the platform materials shown on this page, then call your Armstrong representative for free working samples of the ones you've picked out or write Armstrong Cork Company, Shoe Products Dept., 8803 Arch Street, Lancaster, Pa. Available for export.



**No. 5050**—Extra firm cork. For platforms, wedge heels.



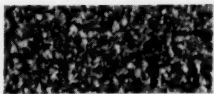
**No. 5040**—Dense firm cork platform. Holds straight edge.



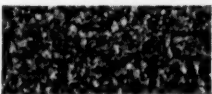
**No. 5030**—Medium dense cork platform. Firm, resilient.



**No. 5616**—Light cork platform for various shoe designs.



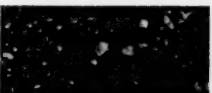
**No. 5601**—Soft cork platform. Fine for sport shoes.



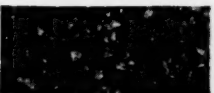
**No. 5114**—Lightest, softest of all the cork platforms.



**RK-390**—Extra flexible cork-and-rubber platform material.



**RC-386**—Cork - and - rubber platform. Holds a good edge.



**No. 5748**—Cork-and-synthetic material. Firm, resilient.

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*the complete line of platform materials*

CUSHION CORK • CORK COMPOSITION • COLD PROCESS BOTTOM FILLERS • FLEXICORK



# LEATHER *and* SHOES

ESTABLISHED 1890

Vol. 121

March 24, 1951

No. 12

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## HEADQUARTERS

THE RUMPF PUBLISHING CO.  
300 W. ADAMS ST., CHICAGO 6, ILL.  
PHONE—CENTRAL 6-9353

## EDITORIAL OFFICE

10 HIGH ST., BOSTON 10, MASS.  
PHONE—LIBERTY 2-4652

## OFFICERS

President: Elmer J. Rumpf; Vice Presidents: C. E. Belding, F. G. Moynahan, W. A. Rossi; Secretary, L. C. Bedford.

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## LETTERS TO

# L&S

This column invites the opinions of all L&S readers.

## Problem Feet

I had the pleasure and privilege of reading your article, "Bright Hope For Problem Feet," and want to compliment you on the splendid job you have done in this instance. We have felt the National Shoe Foundation For Disabled Feet has needed more and more publicity through articles such as yours to do this job for us. Keep up the good work.

FRED WEBER

President  
Weber Shoe Co.  
St. Louis

## More Problem Feet

Congratulations on your very fine article on "Problem Feet" in your March 10 issue. The shoe industry should be very proud of its sponsorship of such an institution. In your story you not only caught the spirit of the fine work being done by the Foundation, but succeeded in effectively inspiring the reader with the theme of "Bright Hope" embodied in the title.

PEP HOWARD

Morton Last Co., Inc.  
Cincinnati

## Button Hooks Wanted

Years ago, in the days of button shoes, button hooks were common and plentiful. We have a client who wishes to obtain several thousand button hooks for a different application, of course. It may be possible that some of your readers might know of sources having this many button hooks available for purchase. If the actual button hooks were not available, our client would be willing to purchase the dies from the manufacturer if the latter was willing.

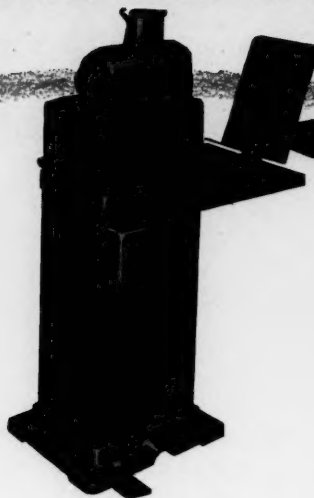
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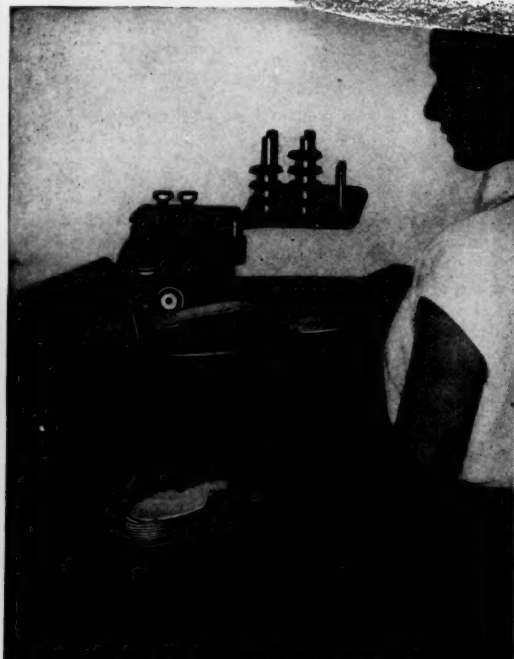
**USC Automatic Edge  
Trimming Machine - A**



**USC Automatic Edge  
Inking Machine - A**



**USC Automatic Edge  
Setting Machine - A**



Removes pre-determined amount of stock from soles with a rotary cutter or abrasive wheel and gives the proper edge character for ink receptivity. May also be used for chamfering, producing any desired angle or bevel, and for rabbeting a platform to accommodate the seam in slip-lasted footwear. Adjustable feed and trimming speeds for various materials and sole shapes.



Inks edge and rand, edge and extension to  $\frac{1}{4}$  inch or chamfered portion of sole only. Assures cleaner shoe bottoms and more uniform application. High quality is evenly maintained and users experience marked decrease in ink and operating costs. Adjustable feed accommodates all materials. Easily cleaned and maintained.



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- ★ Uniform edge *trimming* — always
- ★ Uniform, thrifty edge *inking*
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IF you now perform a pre-finishing operation on soles with the **USC** AUTOMATIC Edge Trimming Machine you know how valuable this modern automatic equipment can be in keeping production high and operating costs

low. By going automatic all the way — you can get these production advantages in inking and setting as well.

As a unit or individually, these machines can produce 3600 and more pairs of soles per 8-hour day. All three machines are individually motor driven and give the production results you expect. With leather, rubber-like or synthetic soles the entire production is uniform and meets quality standards that cannot be accomplished by hand.

These machines can be real money savers. Why not let a United branch office representative give you additional facts on any of these machines as they apply to your situation?



UNITED SHOE MACHINERY  
CORPORATION

BOSTON, MASSACHUSETTS

Hand work cannot as rapidly achieve such uniform quality as in the edge produced by this machine with its rotary iron. Speed adjustable for proper feeding of variety of materials, thicknesses and patterns. Heat for iron is rheostat controlled.

# FEATS OF FOOT

*The best walkers are those with strong feet, weak minds*

ONE of the national newspaper syndicates the other day made a big to-do about a man who'd just completed a "health walk" from Chicago to Detroit. Now, while that's a respectable jaunt, we think the gentleman was a pedic piker compared with the foot feats of some others on record.

There was a time when a pedestrian was known as other than one whose life was in danger when crossing the street. For example, like old Giovanni Sargui, of Hoboken, N. J., age 71, who a few years ago bet his lifetime savings of \$5,000 that he could walk coast to coast. And he did. Then there was a Californian named Frank McClousky, who was advised by his doctor to walk for his health. He took the doctor literally—walked from Los Angeles to New York and back again. And another gentleman, Dudley Kinsell, a 51-year-old county judge of the California Supreme Court. After a frustrating day in court he sighed, "I need some fresh air." So he up and took a walk—from San Francisco to Florida and back.

Still another Californian, John F. Stahl, suffered a chronic stomach ailment. His doctor advised an ocean cruise. Stahl dutifully embarked on a ship to Panama. The trip left him so seasick that he refused to return by ship. So he walked the 4,000 miles through Central America, Mexico and Texas right up to San Francisco. Then there was Gertrude Richards, a British seamstress of 70 years. One day she complained that her eyes were bothering her from too much sewing. "I'm going for a walk," she told her employer. She returned 186 days later—after she'd taken a 1,644-mile walk around the coast of England and Scotland.

But even these hardy hikers were minor leaguers. Giovanni Vergani, an Argentinian, walked from Buenos Aires to New York, a distance of nearly 10,000 miles. Four years later John E. White of Oswego, N. Y., did

the same route in reverse. Karl Mader, an Austrian printer, walked from Vienna to Japan. Rudolphe Hanke, A. A. U. walking champ, took a "pleasure walk" around the U. S. and Mexican coastlines, covering 18,000 miles.

A woman, Nell A. Walker, refuting the theory of the "weaker sex," walked around the entire world in four years, covering some 25,000 miles. When she returned, her foot was four sizes longer and two wider—and probably archless. Owen Eastman, Salem, Mass., set some kind of record when he walked from his home town to Paris, via Alaska and across the frozen Bering Strait.

## Round the World

But perhaps the all-time long-distance walking record goes to Yoshitaro Okeda, a Japanese journalist of 52, who in 26 years completed a 190,000-mile walking tour around the world, visiting every country on the globe. Arriving home, seated in his rocking chair, Yoshitaro grinned, "Must learn to sit all over again."

While walking may be healthy exercise from the ankles down, its contribution to health from the neck up is questionable. In fact, it may be said that the best walkers are those with the strongest feet and weakest minds. There are feats of foot to demonstrate this suggested thesis.

Joseph de Virgilio walked the 44 miles from Providence to Boston in 12 hours—remarkable time considering that he did it on stilts. Jean de Vaudreuil, a 68-year-old Belgian, took a 16-year walking tour of 50,000 miles. Extraordinary—because he

did it on one leg. The other he'd lost in World War I.

Frederick Walter, a Canadian, attempted to walk a stretch of 55 miles across Lake St. Clair, near Detroit, using ski-like pontoons on his feet. He made half the distance, then got stranded on an island. His rescuers learned later he couldn't swim a stroke. Walter simply shrugged. "You don't need swimming ability—just confidence."

The mystic attraction of the cult of the strong-footed-and-weak-minded is more powerful than realized. There is the Austrian cab driver who started to walk the 80 miles from Graz to Vienna—but on his hands. He made half the distance, was forced to quit because of blisters. "Besides," he said, "the blood was rushing to my head." The wonder was that it did not flow out through the hole in his head.

Then there was Plennie Wingo, from Abilene, Texas, who started out to walk around the world *backwards*. He covered nearly 4,000 miles when the police in Bulgaria arrested him, brought him before the local magistrate on charges of strange conduct in public. The magistrate took a cosmopolitan view of the incident, philosophically explained to the police, "After all, he is an American, so allowance must be made for peculiar conduct. Let him go."

The records of walking screwball-dom are loaded with stunts and stunts such as these. The doctors glibly tell you that walking is healthy exercise for the body. But they haven't told us that as brawn increases, brain probably decreases. Such walking extremists may have a spring in their feet and a bolt in their step—but watch out for the nuts in their head.

We agree that walking helps shoe business to prosper. But not when it's done on stilts or pontoons, or on the hands. It is said that walking is becoming a lost art. Sometimes we think it's one of the arts that maybe ought to get lost.

## LandS Editorial

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*Before and after photograph of the army combat boot. The rough, flesh-out shoe as it arrives at the Schultz Shoe Company is on the left. On the right is a boot after it has received the re-surfacing treatment and been waxed and polished.*

## ARMY SHOE SHINE FACTORY

*Daily, 10,000 pairs of rough, combat boots are "dressed up."*

By D. S. Marston

Rohm & Haas Company

**W**ORKING to the rhythm of music "piped" through the plant, employees of the Schultz Shoe Company, St. Louis, Missouri, shine some 10,000 pairs of shoes a day. It's not an ordinary shine on conventional shoes. It's a transformation. It changes drab, rough, unpolishable boots into

D. S. Marston is Editor of the Rohm & Haas Reporter from which this article is reprinted.

smooth, dressy footgear having an attractive, russet surface that may be re-shined whenever needed by ordinary shoe polishing methods.

The boots are army combat boots, flesh-out type. That is, instead of the usual design in which the flesh side of the leather, frequently covered by a lining, is inside of the shoe, the construction is reversed. The smooth

grain is inside, and the rough flesh surface is out. For this reason, the boots are sometimes referred to as "rough-outs." The design was adopted for several reasons. For one thing, it added to the comfort of the shoe; boots which are rough on the inside can cause a lot of misery to the wearer of the shoe. With the smooth grain leather next to the foot,

the soldier had less trouble from blisters and callouses. Furthermore, the flesh-out construction saved manufacturing time and valuable material — both important considerations when millions of boots were needed for wartime use.

But there were disadvantages. The exposed fibers on the outside acted like wicks and drank up water when the wearer walked through wet grass. In conventional grain-out shoes, the smooth outside surface, aided by the finish which is itself water-repellent, prevents ready absorption of water. The flesh-out construction of the combat boots, however, provided no such protection. As a result the footwear was often clammy, soggy and water-soaked.

In addition, the boots were objectionable to many of the men because of their drab appearance. They were not issued to all units. Paratroopers, and members of the air force, for example, had fine, grain-out boots that took a high polish. The soldier wearing the rough, uncared-for-looking combat boots felt, as one serviceman described it, like a man in overalls at a formal dinner party.

The men resorted to extreme measures in an effort to improve the ap-

pearance of their boots. Some poured gasoline over the surface and ignited it to singe off the protruding fibers and thus smooth the surface. Others used fine sandpaper to do the same thing. Neither method was good, for the stitching was likely to be damaged — burned or abraded — in the process, allowing the shoe to fall apart at the seams.

### Once Waxed Heavily

A safe method, and one that was widely used, consisted of loading the boots with wax. Layer after layer of shoe wax was rubbed into the leather to build up a smooth surface. It took hours of tedious work, and it wasn't very permanent, but it did improve the appearance considerably. However, in cold weather the wax became brittle and cracked, and when the days were hot, it got soft.

The design of the combat boot has now been changed. Conventional, grain-out construction is used today, and the leather is finished an attractive, russet color. It is a dressy, good-looking boot, and the old-style combat seems more drab than ever by comparison.

This is why the Schultz Shoe Company is in the refinishing business.

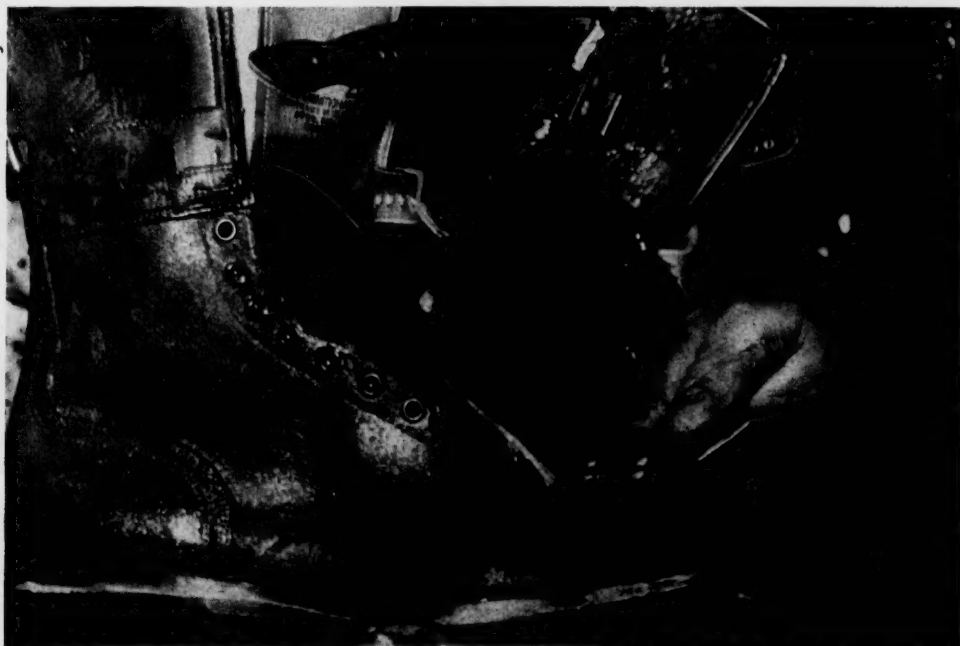
There is still a large inventory of the old-style boots in the depot warehouses, but — largely because of shortages in certain sizes — not enough to take care of all of the present requirements. New style boots must be issued along with the old, and this raises again the old morale problem.

The most practical solution, authorities agreed, would be to devise a means of refinishing the flesh-out boots so that they could be polished like ordinary shoes. The treatment should, of course, be permanent — unaffected by heat or cold — and it should seal the surface so that moisture could not be absorbed readily from the outside.

The problem was brought to the Rohm & Haas Research Laboratory at Bridesburg, Philadelphia. The men in leather finish research have extensive experience in the developing of special leather finishes for unusual needs.

The obvious material to investigate for the combat shoe finish was a series of water-dispersed acrylic resin formulations which dry by coagulation rather than by evaporation. This characteristic promotes the fill-

*(Continued on Page 37)*



*A second coat of mixture is applied on top of the first. A swab is used in much of this work to insure a smooth, even job. The mixture fills the low places of the leather and flattens and fastens down protruding, stubby fibers on the surface.*



## NEW DEVELOPMENTS

### *What industrial science is doing to improve the job*

#### **ELECTRIC LEATHER MEASURER**

This is a machine for measuring the area of leather, and operates electronically. A photo-electric cell is mounted over a table fitted with a glass opalescent top. Beneath are photo-electric lamps to illuminate the glass top. The leather is laid flat on the glass top, cutting off from the photo-electric cell an amount of light in proportion to the leather's area. This decrease in light reaching the

cell is measured and recorded on a dial—marked in square feet and quarters of a square foot.

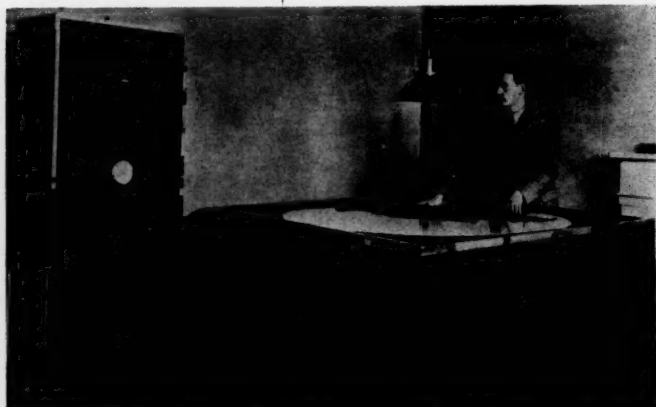
Unlike other area measuring machines, it is not necessary to feed the leather through the machine; the leather is simply placed on the table top and the footage is read off on the dial.

The accuracy of the equipment is approximately  $\frac{1}{8}$  square feet, which corresponds to requirements of the

leather industry. Maintenance is simple and inexpensive. The equipment is furnished with three sizes of screen; the apparatus is calibrated either in feet or in the metric system, as desired.

The advantages of this new machine are, according to the manufacturer: Extremely high accuracy; protection against any faulty manipulation by the operator; machine may be stripped and cleaned within an hour; no marks on the leather—particularly on suede or fine surfaces; silent operation.

Source: U. S. Distributor is George Fromer Co., Inc., 27 Walnut St., Peabody, Mass. Manufacturer is Londex, Ltd., London, England.



#### **SHOE DISPLAY STANDS**

An attractive, smartly designed window shoe display stand is now being made out of Plexiglas. The stands are either built to the shoe manufacturer's suggestions, or may be selected from available designs. The stands are easy to clean, lightweight, transparent. Principal ad-

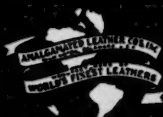
(Concluded on Page 40)

*the* **INSIDE** *story of all good shoes*

GEILICH LEATHER CO., TAUNTON, MASS.

**GEILICH**

**LINING LEATHERS**



**CHARMOOZ**

**THE PERFECT SUEDE LEATHER**

BLACK AND COLORS

**AMALGAMATED LEATHER CO'S. INC.**

WILMINGTON 99,

DELAWARE



**A SHOE  
INSOLE-ATED  
WITH  
onco®  
MEANS—**

**A BETTER SHOE  
PER FOOT!**

YES, a shoe with an ONCO insole means a far better shoe for you—and far more comfort for the foot that wears it.

Brown Company's complete control of manufacture from raw material to finished product . . . its quarter century experience in making insoles assure you that ONCO will continue to set the standards for quality in the insole field.

Every ONCO insole is guaranteed to be of excellent quality . . . stronger, more uniform, more flexible, positively "pipe-proof" when flexed.

Remember that an ONCO insole—foundation of the shoe—makes any shoe a better shoe. When you buy, specify ONCO—and nothing but!

**P. S.** to Shoe manufacturers: ONCO insoles are made to the same exacting specifications as Brown Company's SOLKA-FLOC used in formulating the finest composition soles.



A PRODUCT OF



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**Berlin, NEW HAMPSHIRE**

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# 'Patty's Perfect Party'

Thanks to Goody-NEW-Shoes,  
the PROUD-FIT Pixie!



**Patty:** Oh, dear! Tomorrow is Johnny's birthday party... but how can I go? Just look at these old shoes!

**Goody-NEW-Shoes:** Don't you worry, Patty! I'm Goody-NEW-Shoes, the Proud-Fit Pixie. I'll fix it for you!



**Goody-NEW-Shoes:** (aside, talking to herself) There! Patty's Mother can't miss that Proud-Fit advertisement... and she'll understand!



**Patty's Mother:** My! What beautiful shoes! They're Colonial patent leather... and in 5 different colors! Real Proud-Fits, too.

**Patty:** Let's go shoe-shopping, right now!



**Goody-NEW-Shoes:** What did I tell you? All that most Mothers need is to know about Party Patents, in Candy Colors... by Proud-Fit!



## Has your little girl her pair of Proud-Fit 'Party Patents' in **CANDY COLORS**?

If she's planning for a party, like Patty, she certainly *should* have! And you, Mother, will love them as much as your youngster will. Proud-Fit's Party Patents come in several beautifully made styles. You'll find prim pumps, smart one-straps, sweet two-straps... the perfect pair for every little girl, from three to ten. See them soon, in all their lovely colors, at your nearest Proud-Fit dealer's store.



Proud-Fit Party Patents in Candy Colors are made of genuine Colonial Patent Leathers, the finest patent leather made in America.

# Proud-Fit

Shoes for Boys and Girls, by WEINBRENNER

Send a penny postcard for your free Proud-Fit Clown Hat!

ALBERT H. WEINBRENNER COMPANY, Dept. P4, MILWAUKEE 1, WIS.



. the biggest hit in the important young fashion world

**Proud-Fit**

TRADE MARK

**PARTY PATENTS**

IN

*Colonial*

**CANDY COLORS**

as advertised in April

**PARENTS'**



Now nationally advertised in Parents' Magazine, Proud-Fit Party Patents made of Colonial Patent in gleaming Candy Colors are boosting sales for retailers who carry this well known line. Every little girl who wears your brand of shoes is a potential customer for a pair of Candy Color shoes of Colonial Patent . . . an *extra* special pair of shoes for her . . . an extra profit for you. Write today for samples of Candy Colors in flexible Colonial Patent.

COLONIAL FOR THE BEST PATENT LEATHER SHOES



COLONIAL TANNING COMPANY, INC., Boston 11, Massachusetts



## **SHIPPING**

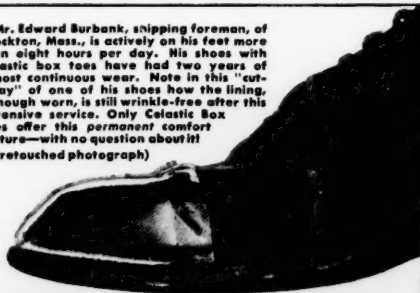
***is hard on the feet too!***

(but Celastic\* gives wrinkle-free comfort in heavy service)

Everyone knows that a busy shipping department foreman is on the go most of the day. People who make a living on their feet need the maximum comfort that the Celastic box toe provides day in and day out — for the wear life of the shoe.

Celastic eliminates the major cause of discomfort in the toe area — wrinkled or loose linings. It is accomplished by a unique fusion process whereby lining, box toe and doubler become one, locked-tight union. Specify Celastic in the shoes you make — get the repeat business that comfort assures.

Mr. Edward Burbank, shipping foreman, of Brockton, Mass., is actively on his feet more than eight hours per day. His shoes with Celastic box toes have had two years of almost continuous wear. Note in this "cut-away" of one of his shoes how the lining, although worn, is still wrinkle-free after this extensive service. Only Celastic Box Toes offer this permanent comfort feature—with no question about it! (Unretouched photograph)



**UNITED SHOE MACHINERY CORPORATION**  
BOSTON, MASSACHUSETTS



\*"CELASTIC" is a registered trademark of the Celastic Corporation



**New hide pricing order**, despite protests of Big Packers, generally regarded as "fair and equitable" solution, even better than that of World War II, by most hide men and tanners. Hide men particularly pleased by sliding scale system of prices which they regard as definitely more equitable than last time.

**Immediate effect of order was to open flood gates on domestic hides and skins.** Tanners have begun to fill March allocations with some already filled and others well on the way, depending upon type of hides wanted. Big packers still disgruntled by failure of OPS to validate contracts on hides in cure before Jan. 29 but are shipping on contracts made on pre-Feb. 5 hides at highest level Nov. 1950 prices. Expectation is these packers may soon resume active trading.

**Tanners' hide purchases under March allocations will generally exceed 60% average allocation allotted each.** This is due to fact fair quantity of pre-Feb. 5 take-off hides were still around, are now being bought by tanners in addition to regular quotas.

**April hide and skin allocation, expected on April 2, will be correspondingly greater than March.** Chances are succeeding allocations will reach high level, actually go as high as 110% or more of average 1950 wettings. When it is considered that soakings in last four months 1950 were unusually high, even March allocations are larger than generally credited.

**Hide brokers generally feel that order leaves room for improvement** in establishing 2% commission or no more than 40c per hundred weight for those who do not handle or receive hides. For example, if hide prices weaken, broker who handles them will get less even though his handling charges remain same. Broker who does not handle hides will still get his 40c per hundred weight regardless of hide prices.

**Feeling throughout trade is that order will work, that inequities will be ironed out as time passes.** Meantime, hide business has resumed and this will have effect on leather market. Tanners will continue to operate on curtailed schedule or shut entirely for next 10 days to two weeks when new hide shipments begin to arrive. Another month to two will then be needed to process sizable quantities of leather, replenish low stocks of today. But the important point to remember is that leather will again be available, with plenty for both military and civilian needs.

**Now for the immediate future.** Entire situation naturally depends upon how good business is at consumer level. Military requirements will be high but not enough to keep industry prosperous. Good volume of civilian shoes must still be sold if shoe manufacturers, tanners and hide men are to turn a good profit. Outlook for two-three months after Easter is not promising, particularly if war threat eases.

**Easter shoe business itself shapes up as good.** Leading retailers report good volume in men's as well as usual children's shoes. No complaints either on women's sales. After Easter is another story. April and May of 1950 were extremely dead. Repetition is likely this year. Effect will be felt by manufacturers, then reflected on leather market.

**Interesting point about present hide situation** is few buyers expect repetition of World War II practice of upgrading on borderline hides. In first place, tanners are more choosy now, particularly with so many hides around. If shoe and then leather demand slows down for next few months as many expect, this will prove effective preventative. Actually, many hide men and tanners look for weakening of entire market unless war situation worsens. This would bring hides even below present rollback ceilings.

**Not generally known** is new austerity program instituted for troops stationed in Continental U. S. by Quartermaster General of the Army. This is being done to stretch available supplies for combat troops now in action. Program involves issue of only one pair combat boots instead of two.

**Army now finds drain of Korean war has cut stock levels of many items, particularly footwear.** This is one reason why procurement officers were suddenly authorized to conduct shopping tour at retail outlets. Army had shipped most footwear overseas, suddenly found itself without enough to handle high rate of incoming recruits. Result was rush to buy shoes at retail, most from Army surplus stores which had originally bought shoes at low prices from Army.

**U. S. output of leather shoes still more than double the annual rate of Soviet Russia** despite huge difference in populations, according to *Changing Times*, the Kiplinger Magazine. Rate for Russia now estimated, on reliable reports, at 197 million pairs for 200 million people, or less than one pair per person annually. Tenor of article, however, warns that even though Russians lack shoes and other essentials, they still are over-matching U. S. in war goods.



# BIG PACKERS BREAK HIDE JAM

## HEAVY SALES RULE HIDE MARKET

### *Tanners Rush To Fill March Allocations*

The long-standing log jam blocking movement of domestic cattle hides, calf and kip skins to U. S. tanners broke out into open waters this week under the impact of the new hide and skin pricing order.

What began as a rather disappointing week tradewise soon blossomed into a full-scale run. Big packers, loath at first to open the gates to their packed hide cellars, finally began to take new orders. Before the week was out, the majority of tanners had filled or were well on their way toward filling March allocations. Trade sources estimated new business done by big packers alone during the week would top 300,000 hides.

The greater part of sales were made at Nov. highs, at least one-half cent above the average Nov. levels set by Revision 1 to Ceiling Price Regulation 2 issued March 15 by the Office of Price Stabilization. The order allows deliveries at present ceilings through March 30, at which time all hides must be delivered or revert downward to the new ceilings.

Fears that the big packers would have the majority of their hides tanned on contract, then sell them as finished leather, were dispersed by resumption of sales. One packer is reported to have contracted in this way on his Jan. hides but all of the Big Four and other large independents were busily taking orders on Feb. 5 forward production.

Only fly in the ointment appeared in the threat of a packinghouse workers' strike by March 26. This would effectually halt badly-needed shipments to tanners. One big packer, selling at favorable Nov. ceilings based on export deliveries was feverishly at work trying to get all shipments out before the strike. The other three sold a large volume of hides amounting to approximately three weeks' production.

For the first time in eight weeks, packers and dealers were active sellers. Where sellers had higher ceilings based on Nov. high, sales were

generally made at the higher levels. This is permissible provided shipment is made by March 20. After that date, the new ceilings apply on both sales and deliveries.

The situation was clouded somewhat by the action of one big packer in cancelling all old (cut-across-by-rollback) contracts. An estimated 200,000 hides were thus held up with a loss of \$500,000 to \$600,000 resulting from the price rollback. This was the packer reported re-selling old hides to its tanning subsidiaries as well as having some tanned under contract in order to recoup some of the loss.

Some tanners had been counting heavily on shipments against old contracts by this packer in order to sustain their operations. Now it appeared that the hides in question, all pre-Feb. 5 take-off and not applicable on current permits, would not be shipped.

### Activity Spurred

Resumption of trading by the Big Four spurred activity throughout the country. Independent midwestern large and small packers, country dealers and West Coast packers made sales on current tanners' permits. Sales of hides and skins were also made in the East and the South reported itself pretty well cleaned up.

As the week drew to a close, it seemed certain tanners would have no difficulty in filling permits. Those who rushed into the small packer market before the big packers opened up were unable to take advantage of the latter's offerings. Others who left part of their quota unfilled found the big packers waiting.

Many tanners filled their requirements early, particularly sole leather tanners buying heavier hides. A few upper leather tanners were looking for an odd car or two of light hides late in the week but they were expected to cover their quotas before permits expired.

Hide men, though far from satisfied with the provision limiting commissions to two percent or 40 cents per hundred weight (if not handled or received), agreed the new order was a good one—a good deal better than that of World War II. In particular, they were pleased by the sliding scale arrangement on prices. Many went so far as to predict a weakening of prices to below ceiling

(Concluded on Page 31)

## URGES ROLLEBACK IN LEATHER PRICES

### *Stephenson Seeks Balance With Hides*

The new hide and skin pricing regulation issued late Thursday, March 15, by the Office of Price Stabilization, will not benefit shoe manufacturers until leather prices are rolled back to Nov. hide levels, according to W. W. Stephenson, executive vice president of the National Shoe Manufacturers' Association.

In a statement issued over the week-end, Stephenson urged OPS to issue a "quick" leather pricing regulation that will bring leather prices in line with Nov. hide and skin levels and give shoe manufacturers the benefit of the rollback in rawstock costs.

OPS' new hide order sets dollars and cents ceilings on hides and skins at the average level of Nov., 1950, or approximately 15 percent below highest Jan., 1951, levels. The original hide pricing order froze prices at highest Nov., 1950 levels.

"Since most tanners were pricing leather in Jan. on a strict replacement basis as against high hide prices in effect at that time, and since most of them made shipments and established ceilings," Stephenson stated, "shoe manufacturers today must buy their leather on the basis of Jan. hide prices.

"In the absence of either voluntary or mandatory rollback of leather prices to Nov. hide levels, shoe manufacturers have received no benefit as yet and can expect no benefit on the hide rollback until mandatory leather ceiling prices are established.

"We need a leather pricing regulation quickly that will in-line leather prices with Nov. hide and skin levels and give the shoe manufacturers the benefit of the rollback in raw material costs," Stephenson concluded.

Shoe manufacturers this week were reported conspicuously absent from leather markets pending further leather pricing orders. Those with large military contracts were willing to pay good prices for leather but had difficulty in locating the leather. Others preferred to wait on Easter sales results before making further commitments.



## SHOE MEN OPPOSE INTERIM PRICE ORDER

### *Manufacturers Favor Tailor Made Ruling*

Shoe manufacturers throughout the country are generally opposed to issuance of a new "manufacturers' price regulation," currently being planned by the Office of Price Stabilization as a temporary measure pending more specific regulations for each industry.

This was told the Washington representative of L&S by an OPS official after the pricing agency had conferred with a group of 27 selected manufacturers in Washington last week.

Edward F. Phelps, Jr., assistant director of OPS, told the meeting that the proposed regulation at the manufacturers' level had three objectives: 1. To roll back prices wherever justified. 2. To grant relief in hardship cases which have developed under the general pricing order of Jan. 26. 3. To restore "normal cost-price relationships."

Several manufacturers from various industries accepted the proposal in principle but shoe, textile and other apparel manufacturers were reported in favor of waiting for specific regulations on a tailor-made basis for each manufacturing industry.

According to the OPS post-meeting release, "representatives of the apparel, textile and shoe manufacturing industries" suggested that "it would be wise to remain under the general freeze order of Jan. 26, until specific regulations were drafted."

These groups told Phelps that "an interim order would cause confusion." Those with seasonal products stressed the difficulty of selecting a proper base period.

### *Stauffer Appointed Head Of OPS Leather Branch*

Appointment of Dickson S. Stauffer, retired vice president of International Shoe Co., St. Louis., as "chief of the Leather, Furs and Fibres Branch of the Consumer Soft Goods Division," was formally announced this week by Michael V. DiSalle, director of the Office of Price Stabilization.

Stauffer, aged 66, was one of 23 leading industry experts named by DiSalle to help him administer price controls over "virtually every commodity and service used in the national economy." He has been act-

ing head of the Leather Branch for the past several weeks.

Of Stauffer, DiSalle said, "He has had long and varied experience in the leather industry. He served in many capacities with International Shoe Co., for more than 25 years. He was vice president of that firm when he retired from active business in 1950. A native of Mr. Pleasant, Pa., Mr. Stauffer acted as consultant to many government agencies during World War II, including the OPA, WPB and Army Quartermaster Corps."

About a score of other industry executives, men prominent in the hide and skin, leather and shoe field, are now serving with government agencies, particularly OPA and NPA. Many of these men serve as consultants for a few days each week or whenever they can be spared from their civilian activities.

### *France Sets Leather Export Quota*

French foreign trade officials have issued new export restrictions limiting exports of tanned and processed cattle and horse hides and calf skins.

Exporters of tanned calf skins and horsehides must secure export licenses from the Foreign Exchange Control Office while the Director of Diverse Industries and Textiles will issue permits for the export of tanned cattle hides. Export quotas have been set for each type of leather.

### *Shoe Men to Discuss Prices At Meeting*

The nation's leading shoe manufacturers will meet at three separate regional meetings this coming week to discuss OPS pricing regulations and their application to the shoe industry.

The meetings, sponsored by the National Shoe Manufacturers' Association, will be held as follows: March 27, Hotel Roosevelt, New York City; March 28, Hotel Lennox, St. Louis, Mo.; and March 29, Hotel Schroeder, Milwaukee, Wis.

Meetings, opening at 10:00 a.m. and continuing until late afternoon, will be open to representatives of Association member companies only. The St. Louis meeting is being held in cooperation with the St. Louis Shoe Manufacturers' Association and members of this group have been invited. No advance reservations are necessary and each company is allowed as many representatives as desired.

## SHOE UNION WILL PUSH PENSION PLANS

### *Economist To Make Industry Study*

Pension plans and other fringe demands in place of higher wages (because of the general freeze) will soon become major goals of the United Shoe Workers of America, CIO, which is launching an intensive but brief study of these matters.

Negotiations are under way between USWA general officers and an economist regarding a study of all existing pension plans, with particular reference to the shoe industry. The expert's name will be announced shortly.

A few weeks ago, the Executive Committee of the union directed its officers to employ such an economist for a stated period at a negotiated fee. The study will get under way immediately as the officers wish to report their findings to the coming board meeting on May 7.

### *No Secret*

The union has made no secret of its position on pensions. Generally speaking, it calls for the manufacturer to absorb the entire cost. However, the entire subject will be analyzed at both the board meeting and another meeting set for May 12, called a "wage policy conference." This will be attended by about 24 delegates from all union territories.

The May 12th meeting is said by union sources to be highly important. Union officials plan an exchange of ideas and of wage-demand experiences in the past. The hope is to arrive at some common denominator for future wage policies, so that a fairly united front, rather than a spotty local presentation, can be presented to employers.

Union sources are angered at what they believe to be "unfair tactics" in some shoe factories, where rumors allegedly are spread among workmen that by taking slight pay cuts they would enable the plants to obtain "many more shoe contracts" from the government, and bring about steadier jobs for themselves.

USWA has sent a complaint to the Army Quartermaster, citing at least two "definite" episodes of this type. One union official told the Washington representative of L&S that "positively no pay cuts will be accepted" for that, or any other reason.

## Dr. Orthmann Addresses Wisconsin Tanners

Among the features of the latest meeting of the Tanners' Production Club of Wisconsin, held the night of March 16 in Milwaukee, was a talk on the use of Para-nitrophenol given by Dr. August C. Orthmann, leading leather chemist and technologist. The following are excerpts from his talk:

"Mold, mildew or fungi growth can be inhibited with a number of chemicals. These include such trade names as the Dovicides and Santobrite and, as the names imply, are made by Dow Chemical Co. and Monsanto Chemical Co. Most of these are chlorinated phenols (Carbolic acid treated with Chlorine). Beta-Naphthol should not be forgotten for it was one of the first chemicals used to prevent mold growth.

"First consideration was given to prevention of damage by mold to leather in the process of manufacture.

"During World War II much damage to leather, particularly in shoes was experienced. This prompted Government agencies to specify leather treated with something that would prevent mold growth under severe conditions.

"In view of the fact that tanners had been using fungicides for a number of years this appeared quite simple. However, the Surgeon General had also to be taken into account and his demand was that the chemical to be used must not be toxic, i.e., it must not cause a dermatitis on human skin or any other blemish that might cause discomfort.

"After a good deal of research by Dr. O'Flaherty and his associates it was found that Paranitrophenol would answer all requirements of the Surgeon General. Thus it happens that this chemical was selected and is named in all military specifications.

"There appears to be some confusion among certain tanners as to its proper application. The military specifies that no less than 3/10 of 1% of para-nitrophenol be retained by the leather to which it is applied. Dr. O'Flaherty has clarified the issue in simple terms in a recent article (LEATHER & SHOES, Feb. 17, 1951, p. 12).

Hand books on chemicals give very little information on the properties of para-nitrophenol other than to state that it is very soluble in alcohol and ether. Sparingly soluble in water, it is fairly solvent in sulfated oils and in some other organic solvents. O'Flaherty, in this article, mentions other specifications into which finished leather can be dipped.

"It would appear that the simplest and safest use of para-nitrophenol is to dissolve it in alcohol and then add that solution to the fatliquor or stuffing grease during the time that the mill is in motion. The alcoholic solution should be added to the fatliquor or stuffing mixture gradually and with vigorous stirring in order to disperse the para-nitrophenol."

## Name Schell Acting Head of Shoe Chain Group

Frank J. Schell, director of mail order and retail shoe operations at Sears, Roebuck & Co., has been appointed acting president of the National Association of Shoe Chain Stores, according to an announcement by Edward Atkins, executive secretary of the Association. He succeeds the late Mark A. Edison, president of Edison Bros. Shoe Stores, Inc., who died recently.

Schell will hold the post until the Association holds its annual elections at a meeting to be held during the week of May 6-10 in New York. The Popular Price Shoe Show of America will be held at that time.

## ARMY CLAIMS SHOPPING TOUR OVER

The Army claimed this week to have ended its emergency buying spree of equipment, including footwear and other clothing, at retail and from manufacturers' instock departments. (L&S, March 17).

The Office of the Quartermaster in Washington said a store-by-store shopping tour throughout the nation's six Army areas had supplied the badly-needed items at lower prices than manufacturers are charging today. Most of the equipment was purchased from stores handling surplus military supplies.

## "Surplus" Supplies

No mention was made of the fact that the Army had originally sold these "surplus" supplies at prices considerably below what it had originally paid for them and was now buying them back again at higher prices.

The Army statement said that "on strictly military items, the prices generally are much less, on some items less than half of the manufacturer's current price. It should be kept in mind that purchase was authorized under program of serviceable items which, in some instances, did not precisely meet current Army specifications. On civilian type items, prices vary too widely to make a generality."

Material acquired in the off-the-shelf buying tour included footwear, chiefly combat boots and service shoes, winter and summer clothing, bedding, including cots, mattresses, blankets, sheets and pillows, etc.

Army officials said the emergency program was necessitated by the short supply of vital items which it was unable to provide camps from "normal depot channels."

## LEATHER

YESTERDAY—TODAY—  
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COMPOUNDS AND LIQUID EXTRACTS  
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## HIDE ASSOCIATION HITS PRICING ORDER

### *Second Rollback Scored As Discriminatory*

Initial industry reaction this week to the revised pricing order on domestic cattle hides, calf and kip skins issued March 15 by the Office of Price Stabilization found the National Hide Association attacking the action as discriminatory.

Pointing out that the order pares a cent per pound from Nov. prices, the *NHA Bulletin* declared it "high time to layoff." The NHA said "The more we look at the Hide Price Schedule, the firmer we are in our belief that we don't need one. With warehouses and hide houses bulging at the sides from "over" supplies, there certainly is no shortage of supplies.

"There are enough to take care of all the Armed Forces for some time to come, unless our calculations are way out of line. The \$64 question is whether the Big Packers will move hides in sufficient quantities to enable tanners to meet defense orders."

Protesting OPS use of the term "fair and equitable" in describing

the downward revision of hide prices, the NHA said, "In our opinion the revisions can't be forever downward and continue to remain 'fair and equitable' to all concerned. Enough is enough, and we feel that point has been reached for the time being, as far as the hide industry is concerned."

"Packers are sore as a boil at the Hide Price Order which gave them no consideration with respect to the validation of contracts on hides that were in cure prior to the effective date of the rollback, Jan. 29, 1951," the Association stated. "... the packers feel they have been discriminated against, and many hide men agree. How much the Price Order will speed up trading remains to be seen, but one thing is sure—the long delay in getting out a price schedule tied the industry up in knots for weeks."

### **General Shoe Wins Safety Shoe Award**

The New York Quartermaster Procurement Agency has announced award on QM-30-280-51-NEG-227 covering Item 1, russet shoes with safety toes and oil resistant soles (tariff sizes) to General Shoe Corp., Nashville, Tenn. The Army did not disclose prices or quantity involved.

## **O'Flaherty To Serve On New Livestock Group**

Dr. Fred O'Flaherty, prominent leather technologist, has been elected to the 10-man executive committee of Livestock Conservation, Inc., a new agency.

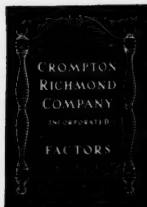
O'Flaherty, who is executive director of the University of Cincinnati Research Foundation and director of the Tanners' Council Laboratory, represents the Tanners' Council on the new group.

Livestock Conservation, Inc., has been formed through a merger of the former National Livestock Loss Prevention Board and Livestock Sanitary Committee. A 45-man board, comprised of executives of the livestock, meat and allied industries, will govern it.

### **Speir Footwear Wins Insole Contract**

The United States Marine Corps Depot, Philadelphia, has announced award of contract on Invitation No. 254-DQP-51, covering 90,000 pairs of felt insoles to Frederick-Speir Footwear Corp., Norwalk, Conn. Award was made on the basis of the company's bid on full quantity at \$.905 per pair.

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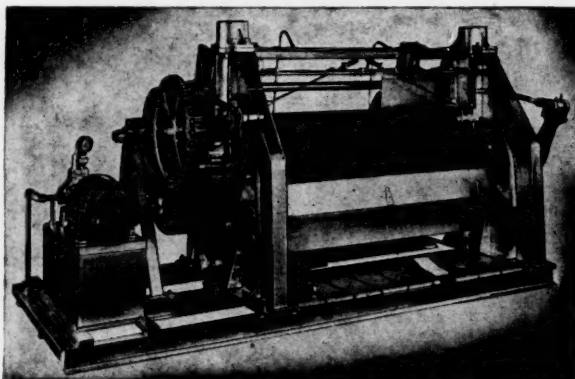
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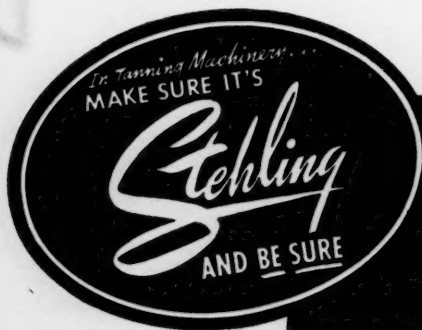


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## OPS CLARIFIES MILITARY FOOTWEAR

### *Lists Shoes Exempt From Ceilings*

This week the Office of Price Stabilization tardily got around to issuing a list of footwear regarded as "peculiarly military" and thus exempt from the General Ceiling Price Regulation.

In its preliminary listing, the government announced that many other items of footwear bought by the Armed Forces "but not exclusively" are not regarded as exempt from price ceilings.

The OPS release did not extend the effective date (April 1) at which time sales or deliveries of strictly military footwear will supposedly no longer be exempt from GCPR. Sub-contractors have until May 1 to sell or deliver such footwear without ceilings, as provided in Section 2(a) of Supplementary Regulation 1, as amended, to GCPR.

The list of exempt footwear, to be "augmented from time to time" includes: Boots, combat, tropical

(Army), Military Spec. No. MIL B-2372; Boots, Arctic, Felt (Army) MIL B-2289; Boots, Knee, Wader, M-1945 (Army), MIL B-2290; Boots, Service, Combat, Russet, MIL B-1720; and Shoepec, 12", Compound outsole, chrome retan, MIL S-2203.

OPS emphasized that component parts of exempt footwear are not exempt merely because they are part of such footwear.

Items bought by the military but not considered exempt from price ceilings include: shoes, leather, oxford, black; shoes, leather, low quar-

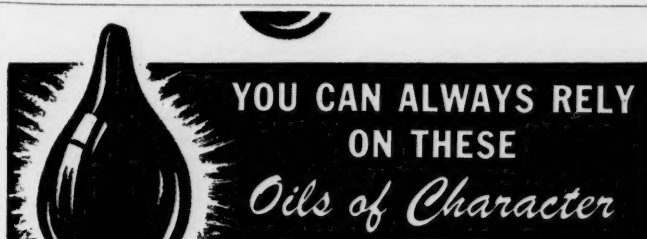
ter (USMC); shoes, leather, blucher, oxford, brown (Navy); shoes, service, black, oxford, women's; shoes, nurses', white (Army); shoes, women's, low quarter; shoes, low quarter, tan (Army); and shoes, safety toe, oil resistant sole, black or russet.

• G. R. Kinney Co., shoe chain, reports it has obtained borrowings of \$2,500,000 from Bankers Trust Co. and Massachusetts Mutual Life Insurance Co. Proceeds have been used to retire \$1,020,000 of term indebtedness and to provide additional working capital.

### To Manage Sales



Newton L. Nourse, who has been appointed to the newly-created post of general sales manager at Brown Co., leading producer of wood cellulose for manufacturers of paper and allied products. Formerly manager of the Pulp Sales Division, Nourse will supervise the shoe innersoles, pulp, paper, towels, fibre pipe, conduit and chemical sales divisions. A graduate of Colby College, he joined the company in 1920. During the War, he served on the pulp and paper industry Pulp Allocation Committee of WPB. He is succeeded by John J. McDonald as manager of the Pulp Sales Division.



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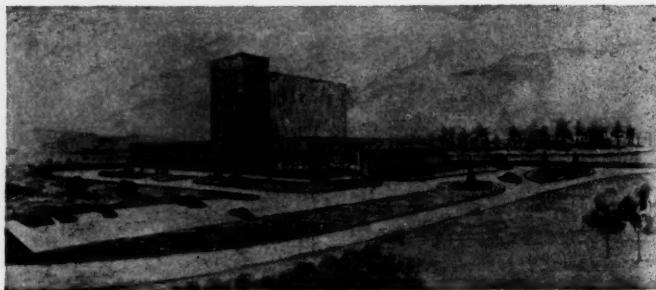
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## ALL-ELECTRONIC THREAD PLANT



This new \$1,500,000 bonded monocord thread manufacturing plant of Belding Corticelli, now under construction at Hendersonville, N. C., will be the first thread manufacturing plant employing electronic control at all focal processing points. Many thousands of electronic tubes will control the flow and quality of the bonded monocord sewing threads produced at the plant by a processing method developed and used exclusively by Belding Corticelli. Construction will be completed by this summer.

### John Foote Co. Bids Low On Marine Oxfords

John Foote Shoe Co., Brockton, was low bidder on Marine Corps Invitation No. 230-DPO-51 covering 131,000 pairs of oxfords. Bids were opened at the Marine Corps Depot of Supplies in Philadelphia.

Delivery calls for 82,636 pairs to Philadelphia and the remaining 48,364 pairs to San Francisco beginning 45 days after award of contract and at the rate of 35,000 pairs monthly.

Following are bidders, quantities and prices: John Foote Shoe Co., 36,000 pairs for Philadelphia at \$7.56 per pair, 1/10th of one percent 20 days; International Shoe Co., 20,660 in 45 days and 20,660 monthly for Philadelphia at \$7.99, and 12,090 in 45 days and 12,090 monthly for San Francisco at \$8.08; Genesee Valley

Shoes, Inc., 30,000 pairs at \$8.26 for Philadelphia; and Endicott-Johnson Corp., 52,800 pairs at \$7.79 for Philadelphia, and 30,840 pairs at \$7.95 for San Francisco.

### WINTERS JOINS OPS

Dr. Robert A. Winters, executive director of the Rubber Heel & Sole Institute, composed of independent producers, has been named a consultant to the Rubber Branch of OPS.

Winters will aid in setting ceilings on rubber products other than tires and tubes and will also aid in training a permanent OPS staff.

A graduate of Princeton in 1935 with advanced degrees from Harvard, Winters has taught at various colleges. He was assistant to Prof. Sumner Slichter at Harvard Business School for three years. During World War II, he headed the Rubber Products Section of OPA.

## New England Shoe Men Hear Army Officials

New England shoe manufacturers interested in Army shoe contracts convened this week at Boston's Hotel Statler to hear Quartermaster officials discuss the Army's footwear procurement program. The meeting was sponsored by the New England Shoe and Leather Association.

Heading the list of speakers was Col. Mark A. H. Smith, executive officer of the Quartermaster Purchasing Division, who outlined the Army's shoe buying policies. Lt. John D. Connor, procurement officer of the New York Quartermaster Procurement office, spoke on the Agency's part in this program.

Shoe men also heard Lt. Col. R. N. Hamilton, head of the Boston Quartermaster Industrial Mobilization Division in charge of mobilization planning for New England. He spoke on mobilization plans and their effect on the local leather and shoe industry.

### Eight Firms Share Army Oxfords

The New York Quartermaster Procurement Agency announced awards this week on QM-30-280-51-NEG-330 covering an unspecified number of low quarter shoes to eight shoe manufacturers. Prices were not listed as usual on Army awards.

Firms winning contracts were Craddock-Terry Shoe Corp., Lynchburg, Va.; Hubbard Shoe Co., Inc., Rochester, N. H.; Wall-Streeter Shoe Co., North Adams, Mass.; Brown Shoe Co., St. Louis, Mo.; Curtis Shoe Co., Inc., Marlboro, Mass.; Knipe Bros., Inc., Wardhill, Mass.; Freeman Shoe Co., Beloit, Wisc.; Ranger Boot & Shoe Co., Terrell, Texas.

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Specializing in high grade full chrome calf leathers for the shoe, handbag and novelty trade in an extensive range (162 shades) of Ultra High Style Colors.

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SOUTHWESTERN STATES—O. B. Dahm Co.,  
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**TANNERY—DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA**







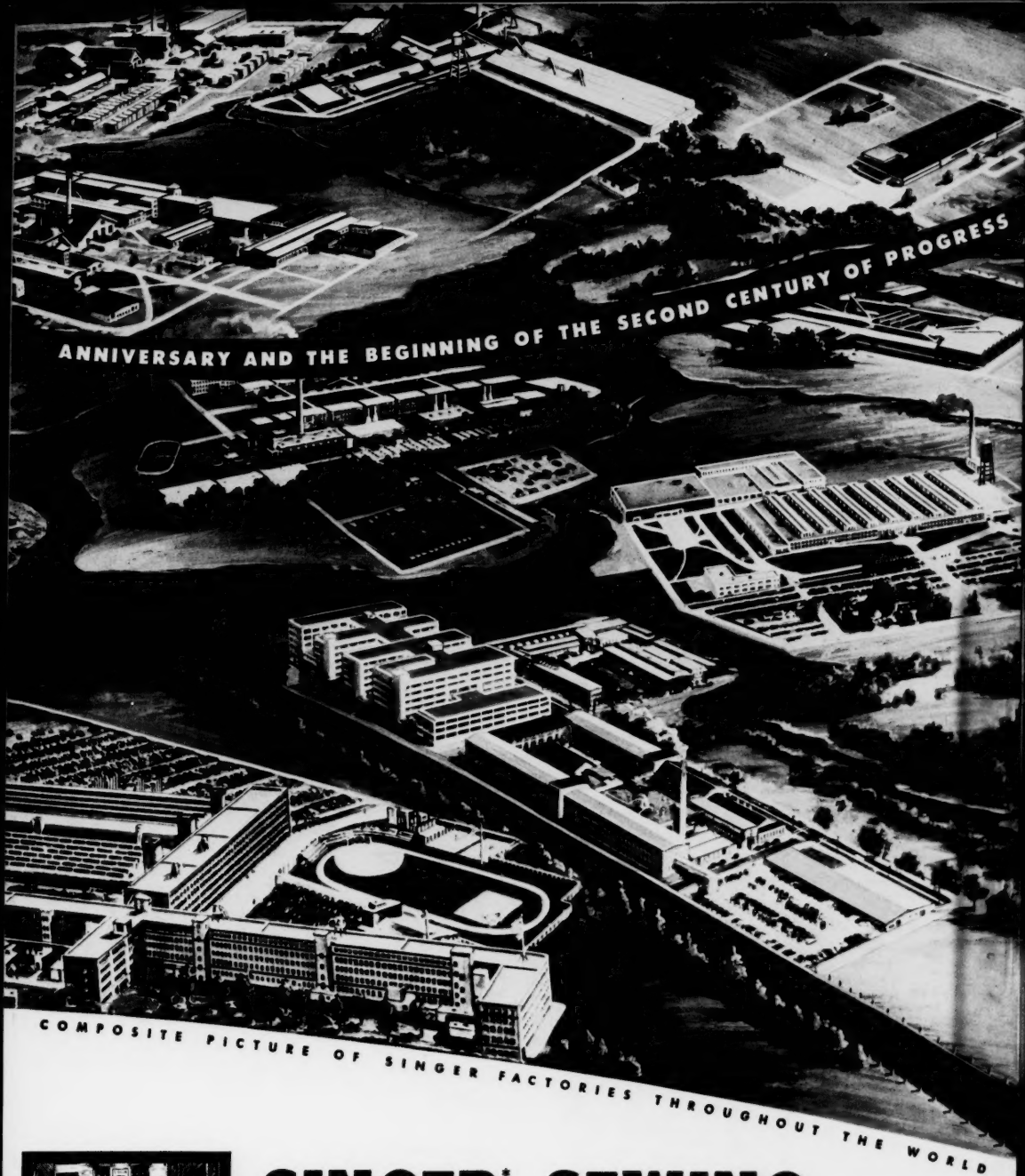
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# LEATHER MARKETS STILL DRAGGY BUT HOPE OF SALES REVIVES

## Flow Of Hides To Replenish Tanners' Low Stocks Revives Operations

Sales still slow due to lack of leather, draggy interest. Military leathers widely wanted. Civilian orders wait on Easter results.

### Sole Slow

Boston sole leather tanners report heavy demand for military contracts but hardly enough leather to go around. Demand centers on better grades on which there is real shortage. Civilian demand has dried up at the source with little business expected over the next couple of months.

Tanners' somewhat discouraged over inability to get needed rawstock in sizable quantities, say domestic supplies must be opened up along with foreign hides if supply is to be kept at needed levels. Military shoe manufacturers have bought good amounts of heavy bends up to 95c although majority pay in high 80's or low 90's. Light bends slower up to \$1.08.

### Sole Offal Quiet

Not much doing among Boston sole offal tanners and dealers. Civilian demand conspicuously absent as shoe manufacturers wait on results of Easter sales. Tanners expect no great pickup for a couple of months since April and May are seasonally slow. As usual, military orders keep shoe manufacturers actively seeking suitable leathers but there are hardly enough of these to go around. Bellies still bring up to 68c, single shoulders up to 90c for lights, double roughs to \$1.06 and higher. Individual ceilings widely varied.

### Calf Fair

Calf leather tanners in Boston report some business, particularly on men's weights, but situation not yet encouraging. Actually, both men's and women's shoe manufacturers are reported quiet with operations at low level. Prices unchanged. Tanners report fair success in filling raw skin allocations, now looking forward to big Navy order to step up buying. Beyond that, all is uncertain.

### Sheep Moderate

Sheep leather tanners in Boston report situation generally unchanged. Same old story of tight supply on good pickled skins with tanners finding difficulty in buying stock at prices which will enable them to make a

profit on finished leather. The usual steady buying from cowboy boot manufacturers continues. Varied price ceilings emphasize need for definite ceiling order.

### Sides Spotty

Side leather tanners on Boston market report little doing, can only hope for relief in near future. Most are having trouble getting hides they need despite new hide pricing order. Some hides are available but pig packers have not yet released full allocations. Until they do, tanners will be forced to keep tannery operations at low level. Military demand is heavy but tanners say they can't come close to meeting it. One thing is evident: if the supply and price situation were right, plenty of side leather could be sold. Civilian demand at low ebb.

### Splits Lag

Boston splits tanners do fair business with manufacturers of work shoes and gloves. Same is true with suede splits which continue to find some interest. Tanners have some trouble in getting ceiling prices. Linings, slipper soles, other selections slow.

### Kid Quiet

Kid leather tanners of Philadelphia report situation very quiet. Orders received are similar to those of last week—obviously fill-in orders rather than anything for the future.

Equal sales made in glazed and suede—in the usual black, dark blue and some brown. Nothing further has developed around dark reds that are out on samples just now. Again, some out-of-season interest in white is shown by some manufacturers. Prices of course, are unchanged.

A few sales made in linings and some in slipper leather both to slipper and cowboy boot men. Those who deal in satin mats mention very few sales made in this type of leather; most tanners find it dead. Crushed also reported as dead at this time. The rawskin situation has not yet shown any change.

### Average Prices

Suede 40c-95c  
Glazed 40c-\$1.25  
Linings 30c-60c  
Slipper 40c-75c  
Satin mats 69c-\$1.20



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## Belting Leathers Low

Belting leather tanners find the situation bad. Rough leather tanners have no more hides excepting those being processed right now. They are reluctant to make many sales as yet from inventory. They are trying very hard to keep open and in business, and are making few sales.

Most curriers report quiet business but there is some activity. This is the only area in the belting industry that does show any activity. Prices remain as quoted for the past several weeks and curriers claim that when sales are made, they are getting their prices. Some curriers are even able to do a little buying but, of course, the business outlook of the curriers is dependent primarily on the rough leather tanners. When latter come to a point where they can do no business at all (and this is definitely predicted by some) curriers will also be in a serious predicament.

### AVERAGE BELTING LEATHER PRICES

Butt Bends:  
No. 2 ex. light 1.37-1.41  
No. 2 ex. heavy 1.32-1.33  
No. 3 ex. light 1.36-1.37  
No. 3 ex. heavy 1.27-1.30

### AVERAGE CURRIED BELTING PRICES

Curried Belting Best Selec. No. 2 No. 3  
Butt bends ..... 1.65-1.75 1.60-1.70 1.55-1.65  
12" centers ..... 1.98-2.08 1.85-1.95 1.71-1.81  
Centers 24"-28" ..... 1.90-2.00 1.84-1.94 1.70-1.80  
Centers 30" ..... 1.84-1.94 1.79-1.89 1.77-1.87  
Wide sides ..... 1.55-1.65 1.51-1.61 1.44-1.54  
Narrow sides ..... 1.48-1.58 1.44-1.54 1.39-1.49  
Additional premiums: ex. heavy 10c; light 7c; ex. light 14c.

## Glove Leathers Confused

Those tanneries processing horse-hides and deerskins are very busy. Rest of the industry is fighting a losing battle against dwindling supplies. Due to high prices there has been very little forward buying of raw stock by glove manufacturers. Ceilings are preventing merchandise tanners from acquiring stocks. So far, the light demand for commercial leathers has kept the situation in balance.

Ladies glove business still quiet. Fall buying not expected for several months. Spring business, what there was of it, is over. English doeskins, in demand a few weeks ago, now going begging.

Domestic leathers at a standstill due to price ceilings. Ceiling price for smooths is 35c with tanners refusing to sell at that figure. Grey sueds quoted at 42c, replacement value about 46c. Some complaints coming in about up-grading of leather, particularly of pigskins which have a top price of \$1.20.



## Tanning Oils Firm

Lack of buying continues to characterize the Raw Tanning Materials market this week. Prices unchanged. Tanning Extracts' quotations mostly without change. Valonia extract quoted at 10 $\frac{1}{4}$ c.

Tanning Oils' prices very firm. Controls on some raw oils have been proposed to go into effect April 1st; Castor Oil mentioned specifically.

### Raw Tanning Materials

Divl Divl shipment, bags	\$120.00
Wattle bark, ton	
"Fair Average"	\$33.00
"Merchantable"	\$79.00
Sumac, 25% leaf	\$150.00
Ground	\$145.00
Myrobalans, J. 1s	\$60.00-\$62.00
Crushed \$84.00-\$85.00 J. 2s	\$50.00
R. 1s	\$61.00-\$63.00
Valonia Cups, 30-35% guaranteed	\$68.00-\$70.00
Valonia Beards	\$95.00
Mangrove Bark, 30% So. Am.	\$60.00

### Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	4.00
Barrels, c.l.	4.75
Barrels, l.c.l.	5.10
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.32
Bags, l.c.l.	11.02
Cutch, solid Borneo, 55% tannin, plus duty	.06%
Gambler Extract, 25% tannin, bbls.	.09%
Hemlock extract, 25% tannin, tk. cars, f.o.b. works	.0525
Bbls., c.l.	.05%
Oak bark extract, 25% tannin, lb. bbls. 6 $\frac{1}{2}$ -6% tks.	.06%

Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	.09
Solid, clar., basis 84% tannin, c.l.	.08%
Liquid, basis 35% tannin, bbls.	.17%
Ground extract	.09
Wattle bark, extract, solid (plus duty)	.05%
Powdered super spruce, bags, c.l.	.01%
.05%; l.c.l.	.05%
Spruce extract, tks., f.o.b. wks.	.01%
Powdered valonia extract, 63% tannin	10%

### Tanners' Oils

Castor oil No. 1 C.P. drs. l.c.l.	.38%
Sulphonated castor oil, 75%	.33%
Cod Oil, Nfd., loose basis	1.55
Cod, sulphonated, pure 25% moisture	.17%
Cod, sulphonated, 25% added mineral	.16
Cod, sulphonated, 50% added mineral	.15
Linseed oil tks., c.l. zone 1	.205
drums, l.c.l.	.219
Neatsfoot, 20" C.T.	.43
Neatsfoot, 30" C.T.	.41
Neatsfoot, 40" C.T.	.33
Neatsfoot, prime drums, c.l.	.25%
l.c.l.	.26%
Neatsfoot, sulphonated, 75%	.26%
Olive, denatured, drs. gal.	\$2.30
Waterless Moellon	.20
Artificial Moellon, 25% moisture	.18
Chamois Moellon	.18
Common degreas	.14
Neutral degreas	.23-.24
Sulphonated Tallow, 75%	.21
Sulphonated Tallow, 50%	.16%
Sponging compound	.15
Split oil	.14-.15
Sulphonated sperm, 25% water	.20
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.17
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.14

• Capezio, Inc., has moved from 1612 Broadway to new quarters at 756 Seventh Ave., New York.

## LIST MILITARY AWARDS

Latest military footwear, leather and allied products awards listed in the Department of Commerce's weekly consolidated synopsis of contract award information, dated March 14, include the following: (no quantities or prices listed)

ARMY—Shoepacs, 12", M-44, to Bristol Mfg. Corp., Bristol, R. I.; Rubber Corp. of California, Garden City, Cal.; and Converse Rubber Co., Malden, Mass.

Russet service shoes with composition soles, to Endicott-Johnson, Endicott, N. Y.; International Shoe Co., St. Louis.

Shoepacs, 12", M-44, to The Good-year Rubber Co., Middletown, Conn.; United States Rubber Co., Naugatuck, Conn.; Mishawaka Rubber & Woolen Mfg. Co., Mishawaka, Ind.; and Hood Rubber Co., Watertown, Mass.

NAVY—Shoe Lasts, to McNichol & Taylor Corp., Saugus, Mass.; Vulcan Corp., Cincinnati, O.; and Western Last Co., St. Louis.

Women's black dress pumps, to Craddock-Terry Shoe Corp., Lynhburg, Va.

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## FOREIGN NEWS AND MARKETS

### Colombia

The cattle population is estimated at 14,500,000, and sheep at 1,000,000. The livestock population has been increasing about five percent annually over the past decade. A leveling off and slight decline is now expected.

Commercial trade in *hides and skins* in 1949 amounted to 1,312,000 cattlehides, 600,000 sheepskins, 300,000 goatskins. The annual production of cattlehides is ordinarily about 1,800,000, of which 80 percent are domestically tanned for local consumption. The remaining 20 percent are exported as raw hides. Of the total output 32 percent (450,000 hides) are first class, 68 percent second and third class (950,000). The best hides come from hot or cold regions, the rest from the medial regions. More than 50 per cent of the hide and skin shipments go to the U. S., with the U. K. next. About 30 percent of the hides coming from the high altitudes are deteriorated by disease ("muché" or dermatobin hominus). Attempts to eradicate the disease have so far been unsuccessful. Foot and mouth disease is reported to be widespread in Northern Colombia. As a whole, however, the introduction of modern insect control measures, along with better breeding programs and new handling procedures, have steadily improved the quality of domestic hides and skins. Also, the tanning industry is expanding more rapidly than the sources of rawstock. Plans are under way to expand this industry by 30 percent.

### Chile

*Hide and skin consumption* for 1948, the latest year with figures available, as follows: cattlehides, 686,534; calfskins, 133,331; goatskins, 503,121; horsehides, 35,550; sheepskins, 1,983,812. Sheep population stands at 6,400,000. Rationing or allocations of hides and skins by the government has been restored. The rules require tanners to use 41 percent of domestic fresh hides, 49 percent domestic salted hides, 10 percent Argentine hides. Prices for raw materials and leather are fixed by the government.

*Shoe production* ranges between 5-7 million year, average. Sales have

declined over the past two or three years due to price resistance and preference for imported footwear as compared with the inferior quality of domestic types. However, no shoe imports are now allowed.

#### Guatemala

Annual shoe production is about 1,300,000 pairs, mostly low-priced poor quality. Antiquated methods and equipment is used. There are active plans to mechanize the shoe industry. Two new factories with modern equipment are being readied. These will make low-priced shoes for mass consumption.

Recently, sections of the U. S. shoe industry issued an official protest through Washington against the Guatemalan ban on American-made shoes. Also, that Guatemala's import duties be lowered before footwear trade agreements are made between the U. S. and Guatemala. In 1949, the U. S. shipped 40,797 pairs of shoes here, valued at \$142,910.

—END—

#### HEAVY SALES

(Concluded from Page 16)

levels within the next few weeks. These were purely guesses, of course, based on favorable war news and other similar factors.

To date, there were no signs of up-grading on borderline skins. Tanners, limited to 60 percent of 1950 average wettings on March permits, were choosy, for one thing. For another, packers were anxious to get hides and skins delivered.

Resumption of trading in rawstock would not affect tanneries for another week or so. Most tanners were still operating on a curtailed schedule. Some were shut down altogether. The big thing, however, was that hides and skins were again on the move and tanneries would soon be working at normal tempo.

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## SMALL PACKER HIDES ACTIVE BUT SITUATION CONFUSED

### Tanners Await Next Move By Big Packers With Supplies In Balance

Reports have some big packers allocating hides but quantities not revealed. Hides are sold at Nov. highs till deadline on March 30. Small packers very active. Calf looks for action.

#### Packer Hides Uncertain

The legal departments of the "Big Four" packers and several of the independent packers finally gave their respective hide departments the "green light" to allocate hides almost a week after the issuance of the hide price schedule.

At least three of the "Big Four" packers have allocated their entire production of February 5th/forward hides, and perhaps some produced prior to this date. It is also understood that at least two of the outside independents have made allocations, including the Packers Hide Association. One thing that isn't known, however, is the quantity involved. Sellers are not releasing any information on this.

Prices are at individual high Nov. ceiling levels. According to the hide

price order, sellers may contact to sell or deliver hides up to and including March 30 at their individual Nov. high ceilings. After March 30, prices will be governed by those established in the hide control order.

Release of the long-awaited hide order brought a mountain-high stack of questions, comments, etc., regarding the numerous provisions, discounts, premiums, and other regulations outlined in the order. Perhaps the biggest disappointment in the order was the fact that prices were not established at Nov. high levels, but rather at November average price levels, which represent about another  $\frac{1}{2}\text{¢}$ -1¢ lower compared with the highs.

Another major topic of conversation was the fact that dealers were the only ones who received a validation on "cut across" contracts on the original rollback several weeks ago. At that, the Government has allowed them only a certain percentage of the contracted price. In order to obtain this percentage of the contracted price, dealers must submit a document stating all facts concerning the sale or contract, all data concerning the type, weight, salting, grade, etc., of the hides involved. Then the Government must "OK" this before the dealer can go ahead and complete delivery.

#### Small Packer, Country Hides

Large volume of business done in small packer hides this week. This is generally attributed to the fact that the big packers were so slow in getting allocations under way. Most tanners turned to the small packer hide market in order to obtain supplies on practically an immediate shipment basis.

As a result, many tanners are now turning down further offerings of small packer hides and so-called

"country hides," with the latter practically on an equal basis as far as the hide control order is concerned.

As outlined in the price order, small packer hides, basis flat for No. 1's and 2's, have a "sliding-scale" of  $\frac{1}{4}\text{¢}$  per pound. Starting at a 75 lb. net average weight, or over, the price is established at  $28\frac{1}{2}\text{¢}$  per lb., and working up in price, at  $\frac{1}{4}\text{¢}$  for each pound, to  $37\frac{1}{4}\text{¢}$  for 35 down to 30 lb. average weights. No. 3 hides and country hides are figured  $33\frac{1}{3}\%$  less than this for No. 3 hides, and 10% less for country hides, which include renderers, abattoir and locker plant hides of inferior quality, take-off or pattern.

#### Calf and Kipskins

Nothing much done as yet in the way of calf or kipskin trading. Buying interest primarily centered on hides. It is reported that when packers get around to turning their attention to skin trading, the results will be small as production has tended lower all during Feb. Prior to Feb., most producers maintained a sold-up position.

#### Horsehides Confused

As the days roll by, it becomes more and more evident that something will have to be done and done quick about the price situation in the horsehide and cut stock market. According to some tanners, quotations are practically meaningless at the moment.

For instance, one seller of cut stock may have a ceiling of \$11.50 on Northern horse fronts of average quality and size, while another seller may have been "caught" with a ceiling of only \$11.25, or maybe even \$11.00, on the same comparative quality and size. That's the situation today, and has been since the general freeze.

In other words, those with high ceilings and making sales when buyers are in need of material. Other sellers with a low ceiling are just not offering material until further developments. One tanner says that on the basis of the current price setup,

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## HIDE FUTURES

### COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close March 21	Close March 15	High For Week	Low For Week	Net Change
March	34.94B	30.94T	30.94	30.94	
June	30.94B	30.94T	30.94	30.94	
October	28.75N	29.75T			—100
April	29.75B	29.75B			
July	29.75B	29.75B			
January	29.75B	29.75B			

Total Sales 18 lots



"It's like taking money from one pocket and putting it into another. We get robbed by one seller, but then we steal from another."

Meanwhile, trade advices report prices at \$15 to \$15.25 for good quality trimmed Northern horsehides averaging 65/70 lbs., according to some sellers' individual ceilings. Untrimmed prices range from \$16.25 to \$16.50, and higher, depending upon the market value of tails. Fronts quotable at \$4.74 to \$5.00, and butts from \$11.25 to \$11.50, basis 22 inches and up.

#### **Dry Sheepskins Firm**

Selling quarters continue to report a lack of business mainly due to high levels asked by shippers. While there is interest for certain descriptions and business could be consummated at a price, buyers indicate they cannot meet the prices asked, based on leather ceilings and other conditions.

Hair sheep markets continue strong although some descriptions have eased slightly. Even at the lower levels, asking prices are out of line with buyer's views. Some quarters indicate that Addis-ababa butcher skins could probably be sold at \$16.50 c&f, but buyers ideas are generally around \$15-15.50.

Cape gloves continue to advance and latest reports state shippers are asking 233 shillings for Western Province large skins. Brazil cabretas also slow due to price differences of buyers and sellers. Regulars are said to be available at \$18.00 c&f, while skins averaging 76/78 kilos held at \$18.50 fob. Specials are talked considerably higher with relatively few available. Other descriptions slow as relatively few offers received. Shippers say they are getting much higher prices in Europe.

Shearling market has also been advancing steadily and some operators claim they are now out of the market as they cannot continually follow the advances asked by shippers. Latest offerings of Cape shearlings, 1/2-1 1/4 inch, at \$1.00 per lb. and the shorts said to figure around 90c per lb. Even higher prices asked. Montevideo and Argentine markets quiet.

Wool sheep markets firm. At the latest Australian auctions, prices advanced 2-5 pence at Melbourne and unchanged to 4 pence at Sydney with 47,000 skins sold at the latter sale. Some negotiations pending for Punta Arenas wool sheep but, at the moment, buyers and sellers have not agreed on price. Occasional sales reported of Australians but offers continue light and usually at high

prices. Shippers, however, seem to have no difficulty in moving skins to Europe at their ideas of value.

#### **Reptiles Easier**

Easier tone to market and not much interest evident as large buyers complain they are carrying too much inventory and want to reduce their holdings before making further commitments.

India market is easier with little interest in Madras bark tanned whips, 4 inches up, averaging 4 1/2 inches, 70/30 selection. Offers at 92-95c, drawing indications of buyers under 85c. A combined offer of 10,000 skins averaging 4 1/2 inches with 5,000 averaging 4 3/4 inches at 95c failed to interest buyers. A lot of 10,000 averaging 5 inches sold at \$1.00 while skins averaging 4 3/4 inches nominal around 97-98c.

Cobras moving at 62-63c for skins averaging 4 1/2 inches and 70-71c for 4 1/2 inch up, averaging 5 inches. No late offers of vipers. Good demand for back cut Bengal lizards but high prices asked. An offer of 9 inches up, averaging 12 inches, 75/25 selection at 92c drew a bid of 75c. Calcutta oval grain lizards, 40/40/20 and 90/10 selection last sold at 33c and further offers at 30-35c, as to shippers. A lot running 40% 7 inches and 60% 8 inches offered at 21c.

Siam market firm due to the fact a dealer bought over 120,000 last season aers and chouyres, all coated stock, running 6/8 inches and 8 inches and up. Fresh stock firmed up due to this transaction with few offers coming out as yet. Some in-

terest in spot skins but buyers unwilling to meet prices asked by holders.

Crocodiles strong with \$1.60 an inch asked against buyers ideas of \$1.05-1.10. Not many offers received from Brazil as shippers are busy making deliveries against old contracts. Some quarters feel they could still obtain 90c fob. for regular run back cut tejus and 95c fob. for giboias. Some reports that Argentine lizards sold at \$1.40. Generally, no export permits were being issued.

#### **Pickled Skins Strong**

Iranian skins continue strong and held at \$19.50-20 per dz. New Zealand market firm with reports that "Horotui" lambs sold at 126 shillings and "Wallacetown" lambs at 131/8 shillings. Some North Island brands sold at 127/6 shillings. "HBM" sheep sold at 242/6 shillings and bids of 245 shillings refused for other North Island.

#### **Deerskins Lag**

A fair amount of interest still noted but due to higher prices, trading has slowed up. Recent buyers of New Zealand claim they are out of the market for the present as they cannot meet the latest prices asked. Last confirmed sales at \$2.20 c&f. and a nickel more asked on further offers.

Brazils have been selling at \$1.00-1.05 fob., basis importers but sellers now ask \$1.24, basis manufacturers. Peruvians reported sold at \$1.10 basis manufacturers although most buyers contend this is too high. Chinas slow and nominal.

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## Pigskins Spotty

Interest in raw stock rather selective. Women's gloves slow and buyers of raw stock not very aggressive.

Reports that some Ecuador and Maranhao peccaries sold at prices in line with the Manaos grey peccary figure of \$3.60, basis manufacturers.

Relatively few offers of Manaos and sellers feel that buyers would pay \$3.30 fob., basis importers, for greys. Some business developed in Paras at \$3.15 fob. for greys and 10c less for the blacks, basis importers. Some interest in Peruvians but buyers slow to meet the high asking figures. Bolivian peccaries selling at \$2.90 c&f.

## JANUARY HIDE IMPORTS LARGEST SINCE 1948

Imports of cattle hides during Jan. 1951 reached a total of 564,000 hides, the highest number imported in the three years since Jan. 1948. Exports amounted to 54,000 hides and re-exports to 9000 hides during the month, bringing the net import position to 501,000 hides.

A sobering note arises from the fact that of the 564,000 hides imported, 202,000 arrived from Canada and 204,000 from Argentina. Neither

of these sources are apt to be good sources for American hide buyers during the coming year. Argentina's hide prices are well above the U. S. market and Canada had banned hide shipments to the U. S. until further notice.

The National Shoe Manufacturers' Association reports that Argentine hide export lists show a total of only 70,000 hides shipped to the U. S. during Jan. This will greatly lower Feb. arrivals.

Imports of calf and kip skins also reached near record totals at 416,000 skins. Of this, 142,000 came from

India, 102,000 from New Zealand, 75,000 from Canada, 20,000 from Polish origin and 17,000 from France.

Goat and kid skin imports totaled 3,477,000 skins, an increase of approximately one-half million skins over Dec. and Jan. 1950. However, shearling imports fell from 323,000 last Jan. to 42,000 in Jan. 1951 while pickled sheep imports were down from 1,042,000 in Jan. 1950 to 594,000 skins in Jan. 1951.

The following are comparative hide and skin and leather import-export figures for the period:

## HIDE, SKIN, LEATHER IMPORTS: JANUARY, 1951

	EXPORTS		IMPORTS			
	Jan. 1951	Dec. 1950	Jan. 1951	Jan. 1951	Dec. 1950	Jan. 1950
(000 Omitted)						
LEATHER						
Sole .....	Pounds	5	53	5	465	312
Belting .....	Pounds	—	3	1	91	123
Upper .....	Sq. Ft.	2,613	2,847	3,099	1,273	1,116
Lining .....	Sq. Ft.	390	356	626	250	364
Glove, Garment .....	St. Ft.	402	547	294	696	465
Bag, Case .....	Sq. Ft.	22	20	44	155	101
Upholstery .....	Sq. Ft.	29	13	54	25	77
RAWSTOCK						
Cattlehides .....	Hides	54	58	41	564	272
Calf and Kip .....	Skins	34	63	35	416	187
Goat and Kid .....	Skins	—	—	—	3,477	2,999
Cabrettas .....	Skins	—	—	—	426	325
Shearlings .....	Skins	—	—	—	42	48
Pickled Sheep .....	Skins	87	59	59	594	943
Wooled Skins .....	Skins	—	—	—	148	117

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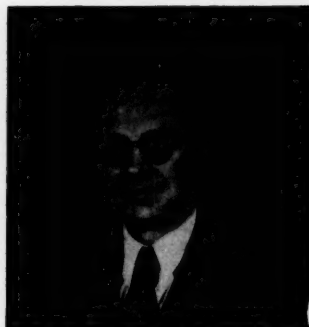
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ARLINGTON DIVISION

261 FIFTH AVENUE, NEW YORK 16, N. Y.

Telephone: ORegon 9-1000

## Moves Up Ladder



Newly-appointed assistant general manager of the Shoe Form Co., Inc., is Isaac Goodfellow, according to an announcement by Frank P. DeWitt, President. Goodfellow has been with Shoe Form since 1931 when the company purchased Excell Shoe Form Co., with which he was associated. He was soon named superintendent and has been in charge of design and production of shoe and hosiery forms, plastic boxes, fish hooks and extruded plastics.

# News Quicks

About people and happenings coast to coast

## Massachusetts

• **Haley Cate Co.**, Everett, has appointed **Ray Payette** sales representative in Maine and New Hampshire. He will handle the company's line of stripping, binding, piping, stripping vamps and bows in the territory.

• Involuntary petition in bankruptcy has been filed against **M & F Shoe Co., Inc.**, Haverhill manufacturer of women's footwear, it is reported.

• **Sarra & Sons, Inc.**, newly-organized Lynn footwear manufacturer, will soon begin production of a new line of women's light footwear at its plant at 244 Broad St. The shoes will retail at \$16-\$20. **Rudolph J. Sarra** is president and **Robert L. Sarra** is vice president.

• **Bradley Dewey, Jr.**, has been elected vice president of **Dewey and Almy Chemical Co.**, Cambridge, in charge of the Cryovac Division. Dr. Dewey has been with the firm since his return from the armed forces in 1945 and has organized the company's product development.

• **Morris and Albert A. Kleinman**, brothers and former partners in **Jalmo Shoe Co.**, Lynn, have been given suspended sentences of four months, fined \$1000 each and placed on probation for three years for income tax evasion. The court ordered each to pay back taxes of \$8300 plus penalty interest.

• Employees of **Heywood Boot & Shoe Co.**, Worcester, recently rejected for the second time a proposal to have the United Shoe Workers of America, CIO, represent them. The vote at an election sponsored by the National Labor Relations Board was 82-51 against the union. A previous election was set aside by the NLRB on union charges that the company was engaged in unfair electioneering practices.

• Sales and earnings of **Dewey and Almy Chemical Co.**, Cambridge, during the first quarter 1951 will be substantially larger than those in the comparable 1950 period. This was told stockholders by **Bradley Dewey**, president, at the recent annual meeting in New York. Last year, the company earned \$214,071 on sales of \$3,908,382 during the first three months. Stockholders approved a proposal to offer shareholders two shares of new \$1 par common stock in exchange for each share of no par common now held. A total of 1,500,000 shares were authorized.

## New York

• **Dr. Thonet C. Dauphine** has been appointed manager of sales development of **Hooker Electrochemical Co.**, Niagara Falls, according to **R. W. Hooker**, vice president in charge of sales. Dr. Dauphine has been associated with **Oronite Chemical Co.** since 1946 as eastern manager of product development and previously was supervising engineer for **California Research Corp.**, both wholly-owned subsidiaries of **Standard Oil Co. of California**.

• **Barton B. Wadsworth** and **Dr. Edward L. Kropa** have been appointed divisional vice presidents of the Chemical Division of **The Borden Co.**, New York. **Eugene J. Sullivan**, former assistant sales manager of specialty products, has been named sales manager of the company's line of industrial adhesives. Wadsworth has been with the division for the past 20 years and became assistant general sales manager in 1950. Dr. Kropa joined the Chemical Division as chemical director in 1949. Previously, he was associated with **American Cyanamid Co.**

• **Naomi Sloan**, fashion director of **The Ohio Leather Co.**, is presently showing samples of new fall patterns and colors in Ohio calf leathers to

retailers in larger cities in the Midwest, Texas and California.

• **Donald M. Martin**, formerly sales manager of the Organic Chemicals Division of **General Dyestuff Corp.**, New York, is now advertising manager of the **Antara Products Division**.

• **Apex Chemical Co.**, New York, has awarded a contract for the construction of a three-story steel, brick and glass manufacturing building at its plant in Elizabethport, N. Y. The new structure will centralize all manufacturing activities and join the laboratory, other manufacturing buildings and the shipping department into one compact unit. The company recently completed 50 years of service in the leather, paper, textile, fur and allied trades.

• The **Patent Leather Bureau**, formerly located in the Empire State Bldg., is now at 270 Park Ave., New York 17.

• **H. H. Pact** has joined the staff of **Glyco Products Co., Inc.**, Brooklyn, as technical representative for New England. His headquarters are at 6 Lindy Ave., Providence, R. I. Previously, Pact spent several years with **E. F. Drew & Co., Inc.**, Boonton, N. J.

• **Henry S. Blackwood**, 53 East 10th St., New York, has been named U. S. representative for **Stocco Metal Works**, German makers of buckles, eyelets and snap buckles.

• **Bernard Green** of **Max Drucker, Inc.**, and **Anthony Sperlazzi**, cutting room foreman at **Garden State Shoe Co.**, have been inducted as members of the **New York Shoe Superintendent's and Foremen's Association**.

• **Bennie Reich** has joined **Helene Shoes, Inc.**, Brooklyn, as fitting room foreman.

• **Edward Lusardi** has joined **Putt-terman Footwear Corp.**, Brooklyn, as packing room foreman.

• **Michael J. Watman** has been named secretary-attorney of the **Metropolitan Leather and Findings Association, Inc.** Watman was formerly assistant attorney for **Endicott-Johnson Corp.**

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### California

• **Sobel, Bernstein & Greene Co.** has been organized to manufacture women's high style footwear at 361 So. San Pedro St., Los Angeles.

### Pennsylvania

• **Newtown Shoe Co.**, footwear manufacturer, has been merged with **Wilkes Shoe Co.**, also of Wilkes-Barre. The consolidated business will be operated at 697 Hazle St. under the style of **Wilkes-Newtown Shoe Co.**

• Site of the **Mid-Atlantic Shoe Show** has been changed from the Benjamin Franklin Hotel, Philadelphia, to Atlantic City, N. J., according to Cal J. Mensch, manager. The coming show on April 21-25 will be held at the Ambassador, Atlantic City, while the June 1951 and MASRA 38th Annual Show, Jan. 26-30, 1952, will also be held in Atlantic City.

• **I. Miller & Sons, Inc.**, women's high style shoe manufacturer, will double capacity in its Wilkes-Barre plant instead of opening another plant elsewhere. The action resulted from an appeal by the firm's 300 employees at the plant which will be doubled in size at a cost of \$150,000. Another 300 workers will be hired.

### Ohio

• **J. O. Moore** has been re-elected president of **H. C. Godman Co.**, Columbus shoe manufacturer. All other officers and directors were re-elected at the annual meeting of stockholders. **J. L. Davis** is vice president and treasurer, **N. E. Smith** is vice president and secretary, **B. H. Campton** and **J. L. DuBois**, vice presidents, and **H. W. Howe**, assistant secretary and assistant treasurer. All officers except Crompton were re-elected officers and directors of **Miller-Jones Co.**, Godman's retail subsidiary operating a chain of 96 stores.

• **Bruce W. Wert**, sales promotion staffman for **Goodyear Tire & Rubber Co.**, has been placed in charge of advertising media, according to J. K. Hough, director of advertising. Wert, who replaces R. D. Firestone, recently resigned, was formerly in charge of shoe products, mechanical goods and other products' advertising and sales promotion.

### New Jersey

• **John Scher**, designer and production executive, has resigned from **Cali Footwear Co., Inc.**, of East Rutherford.

## ARMY SHOE SHINE

(Continued from Page 9)

ing of low areas on leather without causing excessive build-up on the high portions. At the same time the finishing material is water-resistant, permanently flexible, and is unaffected by ordinary changes of temperature. It is easy to apply, needs no special equipment, and dries quickly at moderate temperatures.

A formulation was developed which proved satisfactory, in the laboratory trials, for the boot-refinishing job. It filled the low places of the leather, flattened and fastened down the fuzzy fibers, and provided a smooth, durable base for waxing and polishing. Furthermore, since pigment was incorporated in the mixture, it changed the color of the leather from the nondescript, natural straw color, to a rich russet that matched the new-style boots.

### Practical Economy

However, perfecting a product that would do the job in the laboratory did not guarantee that refinishing the boots on a large-scale basis would be satisfactory. In order to be practical from the army's point of view, the job would have to be done economically. A highly efficient production-line operation would be required with a minimum of waste motion throughout the process.

Requests for bids gave a number of manufacturing firms opportunity to study the project as it might be adapted to their own operations, and the Schultz Company was one that decided to undertake the job. It was awarded a contract to refinish one and one-half million pairs of boots.

The company set its production schedule at an average of 10,000 pairs a day and a production line was worked out to handle the refinishing on this basis. For weeks now the heavy boots have been marching through the company's Washington Avenue plant at this rate and the process has proved entirely satisfactory.

The refinishing project was no new operation for Schultz. Rebuilding and refinishing shoes, whether new or used, has been the company's business since it was founded in 1912. Much of its work has been the rebuilding of military boots and shoes, sometimes correcting defects in new ones, sometimes reconditioning and refinishing those which have seen use. Frequently Schultz has rebuilt badly worn military footgear for sale to civilian outlets. In such cases the shoes generally come to the plant as

carload lots of individual shoes, not pairs. The skilled shoemakers at Schultz tear them down and rebuild them completely, mating them and lasting them to size. When the job is done, the shoes are sound throughout, perfectly mated and sized, and practically as serviceable as new ones.

When military footgear has not been available, Schultz has reconditioned civilian shoes—factory rejects, store returns, or even used civilian shoes if they can be collected in some way that gets them to Schultz in large lots. The operations at the Schultz Company have always been on a factory basis, and it takes a lot of shoes to keep the company's staff of a hundred and fifty shoemakers busy.

In all of this rebuilding work, refinishing has been required, of course, but it was an entirely different sort of operation than was needed for the flesh-out boots. Little more than a good waxing was required on the conventional grain surface of the rebuilt shoes. Flesh-out boots need resurfacing.

A description of the operation sounds deceptively simple. Actually, no single step in the process is particularly complicated, but the opera-

tors must have skill and dexterity to keep the line moving at the required rate.

First the boots are unpacked. Then they must be unbuckled—two stiff buckles on the top cuff of each boot. Shoe laces must be untied and removed, and kept ready for speedy replacement when the boot reaches the end of the line.

The government issued a can of "dubbing compound" with each pair of boots to be applied as a means of making them more waterproof. The can is in one or the other of the two boots and it must be found and removed—just another operation that takes time, but must be done. Through all these preliminary steps, the boots must be kept together by pairs. They travel as pairs throughout the entire operation.

A dual line is used for the refinishing with operators performing identical operations on each side of a conveyor. The boots travel down the center of the line hooked to opposite ends of a short bar on the conveyor chain, so that one boot has no chance to stray away from its mate.

The first operators scrape and brush the boots to remove dirt, dried dubbing compound applied in manu-



*After the boot is cleaned, a thick coat of mixture is applied with a brush. Pigment, incorporated in the mixture, gives the boot the desired rich, russet color.*

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#### **ABOUT THE AUTHOR...**

Dr. Merrill A. Watson entered the leather business in 1928 as Assistant to the President of the American Hide and Leather Company. In 1929 he became Research Assistant in the Public Utility Department of Harvard Business School. In 1930 he was appointed Director of the Trade Survey Bureau, Tanners' Council of America, Inc. He was Economist for the Council until 1935 when he was made Executive Vice President. He continued in this position until January 1947 when he was appointed President of the Carpet Institute, Inc. Dr. Watson holds degrees of Bachelor of Business Administration, 1926, Boston University; Master of Business Administration, 1928, Harvard University and Doctor of Commercial Science, 1941, New York University. He was one of the leather executives in the National Defense Commission in 1940 and 1941. He is widely known and highly respected throughout the leather and shoe industry and his book is a real authoritative contribution to its literature.



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One of the first steps in the refinishing operation is the cleaning of the boot. Here the seams are scraped to remove the original treatment of waterproofing wax.

facture, and any other extraneous material. Then a mixture is brushed vigorously into the seams around the tongue, and on any other spots where special treatment seems necessary. This is followed by the application of a coat of special mixture over the whole shoe. It is

worked in carefully—but rapidly—with a special stiff brush that Schultz developed especially for the operation.

Traveling on down the line, the boot receives a second over-all coating of the mixture. This is rubbed in and smoothed down with extreme

care, for it is the final coat and must be as even as possible. Sometimes the palm of the hand is used to work this coat into the leather properly.

Drying follows, as the traveling boots pass through a drying oven. Then come waxing, buffing and polishing, and the refinished boots are ready for the Schultz inspectors. If they are satisfactory they are checked again for size and mate, and are then tied together with the laces that were removed at the beginning of the operation. Finally, government inspectors check them; and each boot, if it passes the inspection receives a stamp of approval. Packing in new cartons completes the job and the boots are ready for shipping.

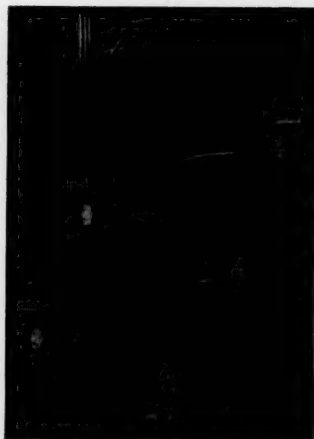
And it is truly a transformation. The dull dead-looking leather seems to come to life under the skillful application of the special coatings by the Schultz workers. The rough surface and stubby fibers have disappeared. There is a soft, pleasing feel to the leather, and the color now matches that on other leather items of the army gear. The boot has become water-repellent, and it may be shined as often as the soldier—or his commanding officer—may desire.

— END —

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(Concluded from Page 10)

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- 1—Slocumb Model A Staking Machine
- 1—72" Nightingale Measuring Machine
- 1—30" Rolling Machine
- 1—Pendulum Whitening Machine, Iron Frame.
- Spiral Cylinder
- 1—J. H. Day Size D Sifter and Batch Mixer  
with Agitator (new)
- 1—6 ft. Stehling Continuous Feed Brushing  
Machine, direct motor drive

These machines, which are located in Canada,  
are all in good operating condition and open  
for inspection. Address C-19, c/o Leather and  
Shoes, 300 W. Adams St., Chicago 7, Ill.

## SHOE RACKS

- 36 Pair Dowel Racks  
&  
36 Pair Pin Racks

All hardwood construction  
Ball bearing threadguard casters

Manufactured by  
HIGH GRADE RACK CO., INC.  
120 Munroe St.  
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## Factory For Sale

FORMERLY A TANNERY, having 75,000 sq.  
ft. with 2 high pressure boilers and D. L. & W.  
Railroad siding, in Newton, N. J.

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## Machinery For Sale

Putting out machine—\$500.00.  
3 Slocumb Staking machines—\$500.00 each.  
Large Splitting machine—\$2,000.00.

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## Machine For Sale

Champion Leather Tunnel Dryer. 40 ft. long.  
6 ft. wide. Complete with heaters and exhaust  
fans. A-1 condition.  
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30 YEARS EXPERIENCE in tanning and  
currying of vegetable belting, sole leather.  
Short tannage, good yields, low cost. Chrome  
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work gloves, lace leather, hair-on, packing,  
chrome packing, rigging leather. Can go any  
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LEATHER CHEMIST. 25 years experience in  
plant control, analysis, and experimental  
tanning.

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and  
Finishers  
  
SHEEPSKINS  
SKIVERS  
GOATS & SPLITS  
  
also  
CONTRACT  
TANNING

## Coming Events

April 15-18, 1951 — Fifth Annual Fall Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Hotel Statler and other leading St. Louis hotels.

April 15-19, 1951—Advance Fall Shoe Show. Sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine, Boston.

April 21-25, 1951 — Southeastern Shoe Travelers' Show, Biltmore, Hotel, Atlanta.

May 6-9, 1951—Fall Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Texas.

May 6-10, 1951 — Popular Price Shoe Show of America showing for Fall 1951. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 19-26, 1951—National Foot Health Week, sponsored by National Foot Health Council.

May 20-22, 1951—Third Factory Management Conference, sponsored by National Shoe Manufacturers Association. Netherlands Plaza Hotel, Cincinnati, O.

May 27-29, 1951—Mountain States Fall Showing, sponsored by Mountain States Shoe Travelers Association. Albany Hotel, Denver, Col.

June 11-12, 1951—Seventh Annual Meeting of National Hide Association, Muehlebach Hotel, Kansas City, Mo.

June 11-14, 1951 — 1951 annual meeting of American Leather Chemists Association. Hotel Griswold, Groton, Conn.

June 24-27, 1951—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers Association. The Ambassador, Atlantic City, N. J.

July 22-25, 1951 — Baltimore Shoe Show, sponsored by the Baltimore Shoe Club. Lord Baltimore Hotel, Baltimore, Md.

Aug. 21-22, 1951 — Official Opening of American Leathers for Spring and Summer 1952. Sponsored by Tanners' Council of America. The Waldorf-Astoria, New York City.

Oct. 29-Nov. 1, 1951 — National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels, Chicago.

October 25-26, 1951—Annual Fall Meeting of Tanners' Council of America, Inc. Edgewater Beach Hotel, Chicago, Ill.

## Deaths

### Frank A. Mowrer

... 83, retired shoe manufacturer, died March 14 in a Boston, Mass., hospital following a short illness. A native of Lynn, Mass., he manufactured shoes there between 1880-1890. Later he joined a tannery in Lynn for about 15 years and most recently was associated with the shoe findings firm of Fred M. Page Co. He retired in 1937 and moved to Cambridge in 1944. He leaves a brother, Martin, and three cousins.

### Wilfred A. Chaplain

... 59, shoe foreman, died March 15 at his home in Middleboro, Mass. He was employed as a foreman at the Plymouth Shoe Co. there. Surviving are his wife, Alice; a daughter, Carol Ann; a son, Richard L.; three sisters and four brothers.

### Natale Siciliano, Sr.

... 48, leather foreman, died March 18 at his home in Nutley, N. J. He was employed as a foreman at the Federal Leather Co. in Belleville, N. J. He leaves his wife, Devina C.; a son, Natale, Jr.; three daughters, Nancy, Angeline and Barbara; his father, Frank; two brothers and two sisters.

### Arthur F. Courtney

... 86, retired shoe executive, died in Gloucester, March 19, after a brief illness. A native of Roxbury, Mass., he moved to Lynn early in his youth and was associated with many of the old time shoe manufacturers. He retired in 1930 and moved to Gloucester. He is survived by two sons, George A. and Newton S.; a daughter Mabel, one brother and two grandchildren.

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